

AOTO WATANABE

+880-18-4144-7766 | aotoblue@gmail.com | [LinkedIn](#) | [Portfolio](#)

EXPERIENCE

ITOCHU CORPORATION

Fortune Global 500 major multinational trading and investing company with 93 offices, 271 affiliated companies, 110,698 employees, and global annual revenue of \$100B USD

Business Development Manager, (Bangladesh)
Business Development Associate, (Tokyo, Japan)

Oct 2019- Present
Apr 2016- Sep 2019

Project Management & Team Leadership

- Managed the first hydrogen co-firing gas power project in Bangladesh (\$1B USD), leveraging advanced project management software and data analysis techniques; presented technical aspects and project progress in front of Prime Minister Sheikh Hasina.
- Led a team to secure a new commercial vehicle contract with the Bangladesh Army, utilizing statistical analysis and software tools for market evaluation, contributing to a 28% sales increase in 2019 (\$28M USD).
- Orchestrated a \$70M power transmission line project, employing technical negotiations and software-based financial modeling to meet the Bangladesh government's requirements and successfully negotiate terms with JICA.

Financial Analysis & Modeling

- Led the development of a proposal addressing intermittent power outages, focusing on digitalized operation and maintenance solutions to enhance efficiency in state-owned power plants.
- Directed a comprehensive 350-page proposal process with 30 contributors for a 700 MW gas-fired power plant project (\$1B USD), successfully persuading a high-ranking official in the Ministry to accept our proposal.
- Performed financial analysis and secured a \$500k USD subsidy for a feasibility study, leading a cross-company team of 30 members for the gas-fired power plant project in Bangladesh.

Project Development & Results Orientation

- Acquired the Manager role at the Dhaka Liaison Office, becoming the youngest manager globally, following the successful acquisition of a \$70M USD transmission line project in Bangladesh.
- Persuaded the Bangladesh government to adopt high-quality Japanese cable in a \$70M USD power transmission line project, establishing the company's first successful venture in the region.
- Managed the bid submission for a \$400M USD coal-fired power plant project in Indonesia, securing export credit financing from the Japan Bank for International Cooperation.

EDUCATION

KEIO UNIVERSITY

Tokyo, Japan

Bachelor of Arts in Economics

Mar 2016

- *Leadership*: President, Econometrics Research Seminar; Strategy and Analysis Division Head, Tennis Team
- *Achievement*: Supervised the Keio Challenger International Tennis Tournament 2013, the second-largest international tournament in Japan, as the Official Division Head and earned the top evaluation from the Association of Tennis Professionals

ADDITIONAL QUALIFICATION

- *Extracurricular*: Moderated the Spring Festival 2023 of the Japanese Association in Dhaka in front of an audience of 500+
- *International*: Captained the tennis team for The British Aid Guest House Association Club in Bangladesh and contributed to runner-up in the Inter-Club League in 2022; lived in UK (1999-2002) and Mexico (1995-1998)
- *Contribution*: Established a task force to start recruiting from top university tennis clubs, hired seven graduates
- *Membership*: JAPAN MENSA, top 2 percentile on intelligence quotient test (2015 – current)